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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 2, March 1984

EASTERN REGION (ECPO)

Bentley College
Boston College
Brown University
Columbia University
Columbia University - Graduate School of Business
University of Connecticut
Cornell University
City University of New York - Bernard M. Baruch College
City University of New York - City College
City University of New York - Hunter College
Dartmouth College
University of Maine - Orono
Massachusetts Institute of Technology
Massachusetts Institute of Technology - Sloan School of Management
University of Massachusetts - Amherst
Mount Holyoke College
New York University - Graduate School of Business
Polytechnic Institute of New York
Rensselaer Polytechnic Institute
University of Rhode Island
University of Rochester
University of Rochester - Graduate School of Management
Smith College
State University of New York - Buffalo
Union College
Vassar College
Williams College
Worcester Polytechnic Institute
Yale University
Yale University - School of Organization and Management

The 187 placement offices at the 162 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Eastern region.

The data are based on salary offers made to students graduating between September 1, 1983, and August 31, 1984. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (February 4 through March 2) and cumulatively (September 1 through March 2). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/4/84 THROUGH 3/2/84							CUMULATIVE PERIOD 9/1/83 THROUGH 3/2/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	58	1052	$1553	$1630	$1650	$1583	$1500	130	3454	$1560	$1622	$1667	$1583	$1458
Business—General (incl. Mgmt.)	13	313	1741	1532	*	*	*	22	1385	1621	1504	1950	1646	1083
Marketing & Distribution	1	113	2083	1464	*	*	*	8	594	1739	1468	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	1	26	1417	1304	*	*	*	6	153	1218	1339	*	*	*
Economics[2]	2	20	1608	1554	*	*	*	6	87	1500	1443	*	*	*
Other Social Sciences	+	44	+	1217				12	267	1178	1310	*	*	*
ENGINEERING														
Aeronautical	1	26	2225	2054	*	*	*	3	142	2211	2121	*	*	*
Chemical	36	282	2343	2314	2425	2413	2200	45	629	2282	2273	2425	2375	2150
Civil (incl. Construction, Sanitary & Transportation Engrg.)	7	58	1771	1855	*	*	*	8	415	1717	1883	*	*	*
Electrical (incl. Computer Engrg.)	162	834	2231	2206	2418	2250	2066	208	3053	2217	2175	2400	2250	2000
Geological	+	13	+	2022				+	26	+	1988			
Industrial	14	104	2094	2126	*	*	*	14	340	2094	2105	*	*	*
Mechanical	94	519	2158	2198	2398	2182	1916	117	1642	2160	2173	2397	2175	2000
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	4	29	2167	2238	*	*	*	6	93	2231	2197	*	*	*
Mining	+	3	+	2391				+	22	+	1947			
Nuclear (incl. Engrg. Physics)	1	9	2266	2248	*	*	*	1	26	2266	2214	*	*	*
Petroleum	+	41	+	2474				+	179	+	2528			
Engineering Technology	4	59	2192	2037	*	*	*	7	339	2130	2061	*	*	*
SCIENCES														
Agricultural Sciences	+	16	+	1366				1	121	1333	1402	*	*	*
Biological Sciences	+	5	+	1140				1	30	1083	1388	*	*	*
Chemistry	+	8	+	2029				2	48	1667	1761	*	*	*
Computer Science	69	384	2001	2024	2300	2083	1542	92	1137	1975	2004	2250	2078	1542
Health (Medical) Professions	+	22	+	1693				2	162	1666	1596	*	*	*
Mathematics	4	31	2162	1958	*	*	*	5	92	2105	1926	*	*	*
Other Physical & Earth Sciences	1	8	1428	2032	*	*	*	4	74	2007	1816	*	*	*
Totals	472	4019						700	14510					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/4/84 THROUGH 3/2/84							CUMULATIVE PERIOD 9/1/83 THROUGH 3/2/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	58	1055	$1553	$1627	$1650	$1583	$1500	129	3455	$1552	$1619	$1667	$1583	$1442
Business Administration	12	152	1689	1534	*	*	*	19	654	1526	1499	*	*	*
Communications	+	17	+	1693				4	85	1604	1516	*	*	*
Community & Service Orgs. Work	+	10	+	1154				3	72	1222	1343	*	*	*
EDP-Programming/Systems	73	395	2001	2017	2296	2083	1542	102	1241	1994	1996	2275	2083	1542
Engineering	303	1844	2211	2210	2425	2250	2016	378	6400	2201	2168	2425	2235	2000
Farm & Natural Resources Mgmt.	+	6	+	1546				+	38	+	1347			
Finance & Economics	3	76	1833	1536	*	*	*	11	303	1648	1523	*	*	*
Health (Medical) Services	+	28	+	1545				3	184	1472	1543	*	*	*
Manufacturing &/or Industrial Oprs.	10	82	2133	1973	*	*	*	11	324	2127	1991	*	*	*
Mathematics/Statistics	2	21	2116	1899	*	*	*	3	74	2036	1844	*	*	*
Merchandising/Sales Promotion	3	88	1917	1365	*	*	*	6	521	1722	1373	*	*	*
Personnel/Employee Relations	+	29	+	1502				1	86	1667	1440	*	*	*
Research—Non-Scientific	+	13	+	1623				2	67	1000	1715	*	*	*
Research—Scientific	1	44	1428	2032	*	*	*	5	206	1805	1916	*	*	*
Rotational Training—Non-Technical	2	36	2375	1491	*	*	*	6	195	1619	1380	*	*	*
Rotational Training—Technical	3	20	2214	2122	*	*	*	6	97	2071	2066	*	*	*
Sales—Non-Technical Degree	1	95	1666	1572	*	*	*	10	458	1494	1493	*	*	*
Sales—Technical/Scientific Degree	1	8	2250	2080	*	*	*	1	50	2250	1823	*	*	*
Totals	472	4019						700	14510					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 2/4/84 THROUGH 3/2/84							CUMULATIVE PERIOD 9/1/83 THROUGH 3/2/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	+	41	+	$1876				+	314	+	$1924			
MBA (Non-Technical Undergraduate)	18	142	$2648	2370	*	*	*	20	449	$2533	2116	$3500	$2354	$1750
MBA (Technical Undergraduate)	11	42	2836	2682	*	*	*	11	89	2836	2434	*	*	*
MS-Business (incl Mgmt., Mktg., Finance, etc.)	1	13	2250	2054	*	*	*	1	87	2250	2032	*	*	*
Industrial Mgmt. (incl. Industrial Admin.)	+	2	+	2250				+	18	+	2102			
Administration (incl. Public, Hospital, etc.)	+	+	+	+				+	12	+	1768			
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	2	+	1250				+	14	+	1344			
Social Sciences	+	3	+	1308				2	33	1775	1595	*	*	*
ENGINEERING														
Chemical	7	33	2457	2548	*	*	*	13	78	2500	2502	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	4	8	2235	2175	*	*	*	4	54	2235	2251	*	*	*
Electrical (incl. Computer Engrg.)	19	91	2583	2592	*	*	*	24	267	2580	2537	2833	2621	2316
Industrial	4	11	2362	2457	*	*	*	5	45	2349	2464	*	*	*
Mechanical	23	73	2561	2556	$2725	$2533	$2372	35	186	2533	2510	2708	2516	2372
Nuclear (incl. Engrg. Physics)	2	5	2571	2538	*	*	*	4	11	2523	2511	*	*	*
SCIENCES														
Chemistry	3	7	2666	2443	*	*	*	5	21	2322	2198	*	*	*
Computer Science	11	58	2320	2478	*	*	*	17	155	2418	2451	*	*	*
Geology & Related Geological Sciences	1	11	2700	2365	*	*	*	1	28	2700	2323	*	*	*
Mathematics	1	8	1833	2518	*	*	*	1	15	1833	2301	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	4	+	2477				5	21	2449	2464	*	*	*
Totals	105	554						148	1897					

[1] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 2/4/84 THROUGH 3/2/84							CUMULATIVE PERIOD 9/1/83 THROUGH 3/2/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	24	43	$2806	$2735	$3750	$2917	$1666	25	113	$2769	$2399	$3750	$2917	$1666
MBA - Tech Undergraduate	7	17	3211	2872	*	*	*	8	27	3028	2689	*	*	*
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	11	44	3100	2856	*	*	*	11	87	3100	2577	*	*	*
MBA - Tech Undergraduate	5	11	3200	2970	*	*	*	5	21	3200	2689	*	*	*
Over 4 years														
MBA - Non-Tech Undergraduate	10	49	2980	2797	*	*	*	11	103	2901	2641	*	*	*
MBA - Tech Undergraduate	7	13	3048	2902	*	*	*	7	16	3048	2858	*	*	*
Totals	64	177						67	367					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	+	11	+	$3261				+	31	+	$3201			
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	2	+	3583				+	5	+	3195			
Electrical (incl. Computer Engrg.)	4	13	$3506	3332	*	*	*	5	42	$3507	3247	*	*	*
Mechanical	3	5	3300	3240	*	*	*	4	11	3152	3162	*	*	*
SCIENCES														
Chemistry	1	27	2667	2932	*	*	*	1	54	2667	2880	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	2	4	3063	2499	*	*	*	2	9	3063	2939	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	2	3	3546	3330	*	*	*	2	4	3546	3365	*	*	*
Physics	1	5	3166	3372	*	*	*	1	15	3166	3006	*	*	*
Totals	13	70						15	171					

[1] Years of previous full time, non military employment
[2] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE MONTHLY SALARY OFFERS MARCH 1984 ECPO REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER INTERIM PERIOD 2/4/84 THROUGH 3/2/84 PART 1 - PAGE 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO.MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1548 1625 1500	53			1517	2	1667	2				
BUSINESS - GENERAL	1625	3	1833	1	1833	1	1854	4				
MARKETING/DISTRIBUTN			2083	1								
HUMANITIES					1417	1						
ECONOMICS			1666	1								
OTHR SOCIAL SCIENCES												

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 ECPO REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 1 - PAGE 2

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AERONAUTICAL				2225 1		
CHEMICAL				2239 3		
CIVIL -CNSTR/SAN/TRP				2016 2		1708 3
ELECTRICAL -COMPTR	1750 1			2267 113 2409 2166	2365 1	2225 1
GEOLOGICAL						
INDUSTRIAL	2106 2			2067 3		
MECHANICAL				2182 46 2300 2036	2367 7	2225 1
METALLURGICAL				2136 2	2270 1	
MINING						
NUCLEAR -ENGRG PHYS						
PETROLEUM -NATL GAS						
ENGINEERING TECH					2160 1	2225 1

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 ECPD REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 1 - PAGE 3

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AGRICULTURL SCIENCES						
BIOLOGICAL SCIENCES						
CHEMISTRY						
COMPUTER SCIENCE	2041 1	1639 6		2102 38 2337 1900		
HEALTH (MED) PROFSNS						
MATHEMATICS				2085 1	2240 2	
OTHR PHYSCL/EARTH SC						

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 ECPO REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 2 - PAGE 1

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
ACCOUNTING						
BUSINESS - GENERAL		2125 1	975 1			
MARKETING/DISTRIBUTN						
HUMANITIES						
ECONOMICS			1550 1			
OTHR SOCIAL SCIENCES						

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 ECPD REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 2 - PAGE 2

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2368 2425 2260	24	2433	1			2354	7				
CIVIL -CNSTR/SAN/TRP			2035	1								
ELECTRICAL -COMPTR	2300	7	2182	12	2333	1	2208	1	2238	2	2475	1
GEOLOGICAL												
INDUSTRIAL	2250	1					2300	1	2100	1		
MECHANICAL	2295	11	2016	6					2181	6	2424	1
METALLURGICAL									2125	1		
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH			2184	1					2200	1		

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 ECPO REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 2 - PAGE 3

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
AGRICULTURL SCIENCES						
BIOLOGICAL SCIENCES						
CHEMISTRY						
COMPUTER SCIENCE	2053 2	2070 5			2083 1	2186 3
HEALTH (MED) PROFSNS						
MATHEMATICS						
OTHR PHYSCL/EARTH SC						

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1984 ECPO REGIONAL INTERIM REPORT NUMBER 2
INTERIM PERIOD 2/4/84 THROUGH 3/2/84

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING					1650	1						
BUSINESS - GENERAL	1791	2										
MARKETING/DISTRIBUTN												
HUMANITIES												
ECONOMICS												
OTHR SOCIAL SCIENCES												

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 ECPD REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 3 - PAGE 2

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL												
CHEMICAL							1875	1				
CIVIL -CNSTR/SAN/TRP	1206	1										
ELECTRICAL -COMPTR	2237	4			2325	8	1763	10				
GEOLOGICAL												
INDUSTRIAL	2041	6										
MECHANICAL	2258	1	2300	1	2182	6	1646	8				
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS					2266	1						
PETROLEUM -NATL GAS												
ENGINEERING TECH												

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 ECPO REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 3 - PAGE 3

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY												
COMPUTER SCIENCE	2000	1	2000	1	2171	4	1498	6			1553	1
HEALTH (MED) PROFSNS												
MATHEMATICS	2083	1										
OTHR PHYSCL/EARTH SC							1428	1				

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1984 ECPO REGIONAL INTERIM REPORT NUMBER 2

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 2/4/84 THROUGH 3/2/84

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
MBA - NON-TECHNICAL	1970	7	3333	7								
MBA - TECHNICAL			2750	1			2546	4				

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 2/4/84 THROUGH 3/2/84

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
MBA - NON-TECHNICAL	2729	2									3083	1
MBA - TECHNICAL	3050	1	2562	2								

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 2/4/84 THROUGH 3/2/84

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MBA - NON-TECHNICAL	2000	1										
MBA - TECHNICAL	3459	2			3167	1						